

Message Text

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16

ACTION EA-09

INFO OCT-01 ISO-00 EB-07 /017 W
----- 072488

P R 030824Z SEP 75
FM AMEMBASSY SEOUL
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 2559
AMEMBASSY SINGAPORE
AMEMBASSY TOKYO
AMCONSUL HONG KONG

LIMITED OFFICIAL USE SEOUL 6856

E.O. 11652: N/A

TAGS: ETRD, BEXP, KS

SUBJECT: PRODUCT OPPORTUNITY - KOREA NATIONAL RAILWAY 5TH WORLD
BANK LOAN

REF: (A) STATE 203403 (NOTAL)
(B) SEOUL 6628 (NOTAL)
(C) STATE 200476 (NOTAL)

1. ACCORDING TO KNR OFFICIALS, FIRMS FROM INDIA, JAPAN,
REPUBLIC OF CHINA AND KOREA ARE EXPECTED TO BID ON SUBJECT
PROJECT.

2. IN MAY, 1970, USING IBRD 3RD LOAN FUNDS KNR CONTRACTED
WITH KOREAN FIRM (SSANGYONG TRADING CO.) TO PROVIDE BOX
CARS AND GONDOLA CARS WITH A UNIT PRICE OF DOLS 12,643 AND
DOLS 8,784 RESPECTIVELY.

3. FYI EMBASSY HAS LEARNED THAT KNR NOW ESTIMATES THAT ON
PRESENT PROJECT UNIT PRICES ON BOX CARS AND GONDOLA CARS
WILL BE DOLS 31,000 AND DOLS 24,500 RESPECTIVELY.

4. IN REGARD TO PARA 2, REF. A, EMBASSY ACTION OFFICER
AND MAJOR PROJECTS/PRODUCT OPPORTUNITIES IS THOMAS P. CROWLEY.

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5. SSANGYONG TRADING CO. (MENTIONED REF. B AS BEING

PROBABLE WINNING BIDDER) HAS ASKED EMBASSY TO EMPHASIZE TO
INTERESTED U.S. FIRMS, SPECIFICALLY PULLMAN IMPORTANCE
OF PROMPT VISIT TO KOREA.

6. EMBASSY BELIEVES U.S. POTENTIAL FOR WINNING CONTRACTS
ON THIS PROJECT ARE EXCELLENT. PERSONAL VISIT BY REPRESENTATIVES
IS ESSENTIAL.
SNEIDER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CONSTRUCTION, PROPOSALS (BID), RAILROADS
Control Number: n/a
Copy: SINGLE
Draft Date: 03 SEP 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975SEOUL06856
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: PER SEOUL 10042 DATED 12/31/75
Executive Order: N/A
Errors: N/A
Film Number: D750303-1239
From: SEOUL
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750988/aaaaczqzq.tel
Line Count: 69
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 STATE 203403
Review Action: RELEASED, APPROVED
Review Authority: RowellE0
Review Comment: n/a
Review Content Flags:
Review Date: 28 MAR 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <28 MAR 2003 by MaustMC>; APPROVED <13 JAN 2004 by RowellE0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: PRODUCT OPPORTUNITY - KOREA NATIONAL RAILWAY 5TH WORLD BANK LOAN
TAGS: ETRD, BEXP, KS
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006